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LENDER NEWS

U.S. SMALL BUSINESS ADMINISTRATION - DES MOINES DISTRICT OFFICE

August, 2004

From the District Director's Desk

"SBA Loans = Profitability" CD Available

Dear Lender:

The SBA is currently distributing a CD containing a PowerPoint® slide show entitled "SBA Loans = Profitability." Put together by the Tennessee District Office, this CD is now being distributed nationally by the SBA.

This CD gives you an overview of the benefits of SBA lending and the benefits of selling the SBA guaranteed portion on the secondary market. It dispels the myths associated with SBA, gives specific examples of how SBA's loan program can increase your profitability, and outlines the various programs your bank can use to provide small business financing to your customers.

We will be distributing this CD at our booth at the upcoming Iowa Bankers Convention, September 20th and 21st in Des Moines. You can pick up a CD at this event, or request one by mail by e-mailing your name and address to thomas.lentell@sba.gov

As always, if our office can be of any assistance to you, especially as we enter the end of Fiscal Year "crunch time" - please give us a call in Des Moines at (515) 284-4422 or in Cedar Rapids at (319) 362-6405.

Sincerely,

Joseph M. Folsom
District Director

INFORMATION

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SBA Lender Activity Report for July

LENDER NAME	LOCATION	#	AMOUNT
U.S. Bank	Iowa	7	\$943,000
First American Bank	Ft. Dodge	6	\$1,030,000
Capital One	Virginia	6	\$230,000
Wells Fargo Bank	Iowa	5	\$627,100
Iowa Business Growth Co.	Johnston	3	\$1,661,000
Polk County Bank	Johnston	3	\$450,000
Siouxland Econ. Dev. Corp.	Sioux City	3	\$1,458,000
First Federal Bank	Sioux City	2	\$110,000
Black Hawk County Development	Waterloo	2	\$292,000
Cedar Rapids Bank & Trust Co.	Cedar Rapids	2	\$112,000
Exchange State Bank	Adair	1	\$347,000
Raccoon Valley Bank	Adel	1	\$315,400
Bank Iowa	Altoona	1	\$233,000
Community State Bank	Ankeny	1	\$63,600
Rolling Hills Bank & Trust	Atlantic	1	\$51,000
Great Western Bank	Clive	1	\$88,000
Frontier Savings Bank	Council Bluffs	1	\$600,000
Bank Iowa	Denison	1	\$55,000
Corp for Econ. Development	Des Moines	1	\$309,000
Iowa State Bank	Des Moines	1	\$93,600
Heritage Bank NA	Holstein	1	\$30,100
Humboldt Trust & Savings	Humboldt	1	\$50,000

LENDER NAME	LOCATION	#	AMOUNT
Northwoods State Bank	Mason City	1	\$48,000
First State Bank	New Hampton	1	\$365,000
City State Bank	Norwalk	1	\$120,000
Raccoon Valley Bank	Perry	1	\$58,000
Peoples Bank	Rock Valley	1	\$100,000
Bank Iowa	Shenandoah	1	\$225,000
Farmers Savings Bank	Traer	1	\$80,000
First American Bank	Webster City	1	\$102,000
First Bank	West DSM	1	\$69,100
Liberty Bank	West DSM	1	\$70,500
Bank of America	Iowa	1	\$42,000
Dubuque Bank & Trust Co.	Dubuque	1	\$56,000
Hiawatha Bank & Trust Co.	Hiawatha	1	\$232,000
Iowa State Bank & Trust Co.	Iowa City	1	\$108,000
Community Savings Bank	Edgewood	1	\$80,000
Bankers Trust Co.	Cedar Rapids	1	\$40,000
Northwest Bank & Trust Co.	Davenport	1	\$50,000
Westchester Bank & Trust Co.	Washington	1	\$400,000
State Central Bank	Keokuk	1	\$272,000
Stearns Bank	Minnesota	1	\$656,000
Quad City Bank & Trust Co.	Davenport	1	\$275,000

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of July.

LENDER NAME	LOCATION	#	AMOUNT
Harris Trust & Savings Bank	Illinois	1	\$1,265,000
Iowa-Nebraska State Bank	Nebraska	1	\$1,942,208
Community Bank	Orange City	1	\$113,250

LENDER NAME	LOCATION	#	AMOUNT
Pioneer Bank	Sioux City	1	\$91,500
Security Savings Bank	Clarion	1	\$253,750
First American Bank	Clive	1	\$547,525